

# Executive Development Program

## Purchasing and Procurement for Non-Expert Professionals





## Executive Development Program

### Purchasing and Procurement for Non-Expert Professionals

- » Modality: online
- » Duration: 16 weeks
- » Certificate: TECH Global University
- » Credits: 10 ECTS
- » Schedule: at your own pace
- » Exams: online
- » Target Group: Graduates and professionals with demonstrable experience in the sector

Website: [www.techtute.com/us/school-of-business/executive-development-program/purchasing-procurement-non-expert-professionals](http://www.techtute.com/us/school-of-business/executive-development-program/purchasing-procurement-non-expert-professionals)

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# 01 Welcome

Develop your potential as a professional in the commercial sector and acquire the necessary skills to define the policies and practices that shape purchasing management and learn to use the most appropriate purchasing tools for the selection and assessment of the best suppliers.

The main objective is to promote your personal and professional growth, helping you achieve success. If you want to improve yourself, make a positive change at a professional level and network with the best, TECH is the place to be.



Executive Development Program in Purchasing and Procurement for Non- Expert Professionals.  
TECH Global University

“

*The figure of the upright, inflexible and authoritarian manager has become obsolete. A new profile has emerged, one that is much more in line with new trends and stands out for being technologically savvy, practising active listening and being self-critical of their work"*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class centre for intensive managerial skills training.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*

## At TECH Global University



### Innovation

The university offers an online learning model that combines the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"Microsoft Europe Success Story", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

**95%** | of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

**100,000+**  
executives trained each year

**200+**  
different nationalities



### Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

**500+** | collaborative agreements with leading companies



### Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



### Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.





TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



### Learn with the best

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In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



*At TECH, you will have access to the most rigorous and up-to-date case studies in the academic community"*



### Analysis

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TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



### Academic Excellence

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TECH offers students the best online learning methodology. The university combines the Relearning method (a postgraduate learning methodology with the highest international rating) with the Case Study. A complex balance between tradition and state-of-the-art, within the context of the most demanding academic itinerary.



### Economy of Scale

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TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a groundbreaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you training of the highest academic level"*

This program will provide students with a multitude of professional and personal advantages, particularly the following:

**01**

### A significant career boost

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

*70% of participants achieve positive career development in less than 2 years.*

**02**

### Develop a strategic and global vision of companies

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional areas.

*Our global vision of companies will improve your strategic vision.*

**03**

### Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

*You will work on more than 100 real senior management cases.*

**04**

### Take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

*45% of graduates are promoted internally.*

05

### Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

*You will find a network of contacts that will be instrumental for professional development.*

06

### Thoroughly develop business projects

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different areas in companies.

*20% of our students develop their own business idea.*

07

### Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

*Improve your communication and leadership skills and enhance your career.*

08

### Be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified professors from the most prestigious universities in the world: the TECH Global University community.

*We give you the opportunity to train with a team of world renowned teachers.*

04

# Objectives

This program is designed to strengthen management and leadership skills, in addition to developing new competencies and skills that will be essential in their professional development. After the program, they will be able to make global decisions with an innovative perspective and an international vision.



“

*International experience, ethical commitment, and business acumen are some of the most sought-after characteristics in executives in the digital age”*



TECH makes the goals of their students their own goals too.  
Working together to achieve them.

The Executive Development Program in Purchasing and Procurement for Non-Expert Professionals will enable students to:

01

Define purchasing/procurement policies within the framework of integrated logistics

02

Define the policies, practices and levers that shape purchasing management, as well as customer-supplier relations

03

Use the most appropriate purchasing tools for the selection and evaluation of the best suppliers







04

Implement a productivity improvement and cost reduction plan

05

Evaluate and measure results by identifying key indicators

06

Develop negotiation strategies that generate stable and positive relationships with suppliers

05

# Structure and Content

The Executive Development Program in Purchasing and Procurement for Non-Expert Professionals is a tailor-made program that is delivered in a 100% online format so that you can choose the time and place that best suits your availability, schedule and interests.

A program that takes place over 4 months and is intended to be a unique and stimulating experience that lays the foundations for your professional success, always seeking continuous improvement in terms of your education.



“

*What you study is very important. The skills and competencies you acquire are fundamental. You won't find a more complete syllabus than this one, believe us..."*

## Syllabus

The Executive Development Program in Purchasing and Procurement for Non-Expert Professionals of TECH Global University is a program tailored to the needs of professionals, taught in a 100% format that adapts to the availability, schedules and interests of the graduate.

Throughout 250 hours of educational preparation, the student analyzes a multitude of practical cases through individual practice and teamwork. It is, therefore, an authentic immersion in real business situations.

The content of the Executive Development Program in Purchasing and Procurement for Non-Expert Professionals is designed to promote the development of management skills that enable more rigorous decision-making in uncertain environments.

This program deals in depth with all operational areas of the company and is designed to train managers who understand Logistics Management from a strategic, international and innovative perspective.

A syllabus focused on professional improvement that prepares professionals to achieve excellence in the field of international business management. A program that understands your current needs through innovative content based on the latest trends and supported by the best educational methodology and an exceptional faculty, which will provide the skills to solve critical situations in a creative and efficient way.

This program takes place over 4 months and is divided into 3 modules:

### Module 1.

International Organization Culture

### Module 2.

International Business and Strategy

### Module 3.

Implementation of the Internationalization Process



### Where, When and How is it Taught?

TECH offers students the possibility of taking this Executive Development Program in Purchasing and Procurement for Non-Expert Professionals completely online. Throughout the 4 months of the educational program, you will be able to access all the contents of this program at any time, allowing you to self-manage your study time.

*A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.*

## Module 1. International Organization Culture

### 1.1. Organizational Design

- 1.1.1. Organizational Culture
- 1.1.2. Organizational Structure Design
- 1.1.3. Competitive Advantage in Organizations

### 1.2. Cross-Cultural Management

- 1.2.1. Cultural Dimension of International Management
- 1.2.2. Globalization in Business Management
- 1.2.3. Intercultural Leadership
- 1.2.4. Business, Government and Society

### 1.3. Management Control

- 1.3.1. Strategic Plan
- 1.3.2. Process of Management Control
- 1.3.3. Budgets and Measuring Results

## Module 2. International Business and Strategy

### 2.1. Corporate Strategy

- 2.1.1. Driving Corporate Strategy
- 2.1.2. Pacing Corporate Strategy
- 2.1.3. Framing Corporate Strategy

### 2.2. Strategic Management of International Business

- 2.2.1. Internationalization in the New World Order
- 2.2.2. The Influence of Culture on International Business
- 2.2.3. Market and Country Selection
- 2.2.4. Offshoring

### 2.3. Internationalization Strategies

- 2.3.1. Reasons and Requirements for Foreign Market Expansion
- 2.3.2. Strategic Partnerships in the International Expansion Process
- 2.3.3. Ways to Enter New International Markets

### 2.4. Internationalization Decisions

- 2.4.1. Market Research and Decision-Making
- 2.4.2. Choice of Location and Mode of Operation
- 2.4.3. Choice of the Appropriate Legal Form

## Module 3. Implementation of the Internationalization Process

### 3.1. Stages of the Internationalization Process

- 3.1.1. International Demand Analysis
- 3.1.2. Export Potential Diagnosis
- 3.1.3. Internationalization Planning
- 3.1.4. Export Stages

### 3.2. Internationalization by Type of Company

- 3.2.1. Product Companies and Service Companies
- 3.2.2. Internationalized Companies and Multinational Corporations
- 3.2.3. SMEs and their Internationalization Model

### 3.3. Obstacles to Internationalization

- 3.3.1. Legal Restrictions
- 3.3.2. Logistical, Financial and Commercial Obstacles
- 3.3.3. Obstacles to Direct Investment





“

*A unique, key, and decisive educational experience to boost your professional development and make the definitive leap”*

# 06

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning.**

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.







“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“

*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world”*



*This program prepares you to face business challenges in uncertain environments and achieve business success.*



## A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“*You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments*”

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.

*Our program prepares you to face new challenges in uncertain environments and achieve success in your career.*



## Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

*Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.*

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



### Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



### Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





### Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



07

# Our Students' Profiles

The Executive Development Program in Purchasing and Procurement for Non-Expert Professionals is a program aimed at professionals specialized in business management, who want to update their knowledge in this field and advance in their professional career. This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.







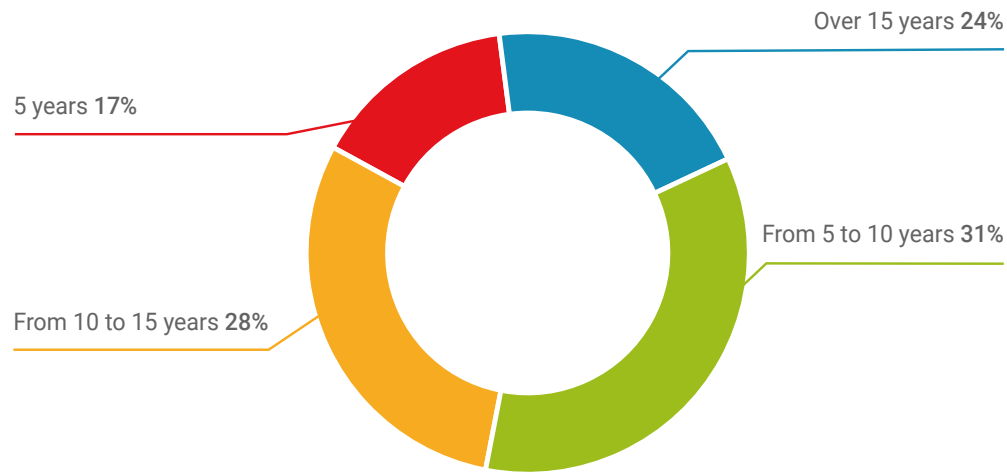
“

*If you are looking to specialize to achieve an interesting career boost while continuing to work, then this is the program for you”*

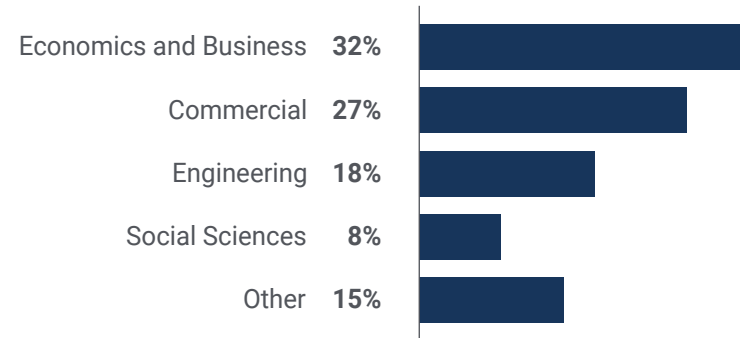
### Average Age

Between **35** and **45** years old

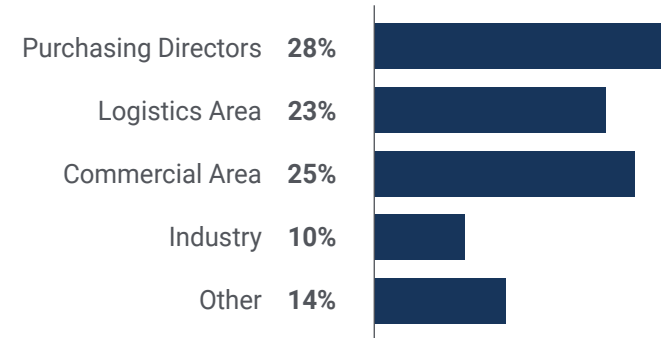
### Years of Experience



### Training

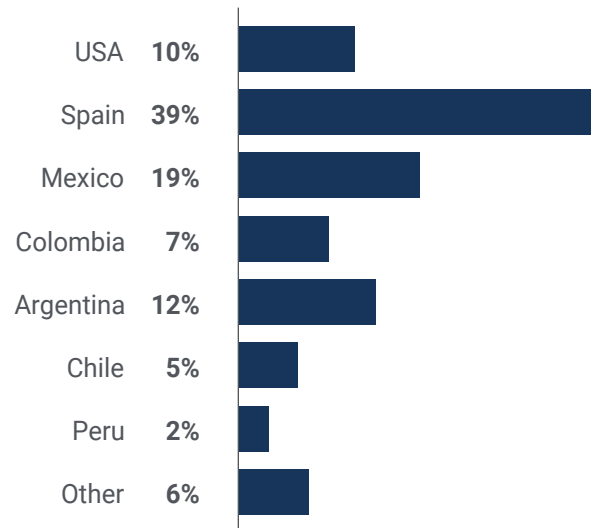


### Educational Profile



## Geographical Distribution

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## Sara María Urquiza

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**International Business Director**

*"For me, coming from the commercial side, this program has been a great discovery, understanding that Commercial Management and Marketing have to go hand in hand. Customer orientation, the program's flagship, is not possible without this merger. It has provided me with essential tools to develop my work in commercial management and a great objective: to develop this relationship within my company. Personally, the atmosphere created by the faculty, the program management and of course, by my classmates has been unbeatable"*

08

# Course Management

TECH Global University has professionals specialized in each area of knowledge, who bring their work experience to the program. A multidisciplinary team with recognized prestige that has come together to offer you all their knowledge in this field.



“

*Our teaching team, experts in Purchasing and Procurement Management, will help you achieve success in your profession”*

## Management



### Mr. Larrosa Guirao, Salvador

- ◆ Finance Specialist
- ◆ Expert in Market Research, Finance and Risk Analysis
- ◆ University Lecturer

## Professors

### Ms. Gomis Noriega, Silvia

- ◆ Specialist in innovation
- ◆ R&D&I Coordinator
- ◆ Technology Transformation Expert
- ◆ Teacher





09

# Impact on Your Career

TECH is aware that studying a program like this entails great economic, professional and, of course, personal investment. The ultimate goal of this great effort should be to achieve professional growth.

And, for this reason, TECH makes all the resources available to professionals so that they can acquire the education they need to continue with their learning process and, above all, so that they can achieve the job improvement they desire.





“

*Our main challenge is to help you achieve a better job and, therefore, we compete in quality and professionalism”*

**Are you ready to take the leap?  
Excellent professional development awaits you.**

TECH's Executive Development Program in Purchasing and Procurement for Non-Expert Professionals is an intensive program that prepares you to face business challenges and decisions. Its main objective is to promote your personal and professional growth Helping students achieve success.

If you want to improve yourself, make a positive change at a professional level and network with the best, TECH is the place to be.

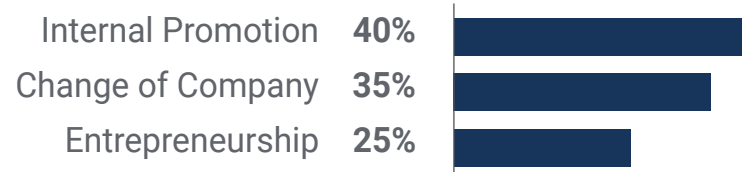
*Immerse yourself in this comprehensive master's degree and get that promotion you want so much.*

*Achieve professional improvement in a short time thanks to this quality specialization offered by TECH.*

**When the change occurs**



**Type of change**



## Salary increase

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This program represents a salary increase of more than **25.22%** for our students



10

# Benefits for Your Company

The Executive Development Program in Purchasing and Procurement for Non-Expert Professionals contributes to elevate the organization's talent to its maximum potential by creating high-level leaders.

Participating in this Executive Development Program is a unique opportunity to access a powerful network of contacts in which to find future professional partners, customers or suppliers.



“

*In the digital era, executives will introduce new concepts, strategies and perspectives to the company that can bring about essential changes in the organization”*

Developing and retaining talent in companies is the best long-term investment.

01

### **Growth of talent and intellectual capital**

The executive will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

---

02

### **Retaining high-potential executives to avoid talent drain**

This program strengthens the link between the company and the executive and opens new avenues for professional growth within the company.

03

### **Building agents of change**

The manager will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

---

04

### **Increased international expansion possibilities**

Thanks to this program, the company will come into contact with the main markets in the world economy.





05

### **Project Development**

The executive can work on a real project or develop new projects in the field of R&D or business development of their company.

---

06

### **Increased competitiveness**

This Executive Development Program will equip your managers with the skills to take on new challenges and drive the organization forward.

# 11

# Certificate

The Executive Development Program in Purchasing and Procurement for Non-Expert Professionals guarantees students, in addition to the most rigorous and up-to-date education, access to an Executive Development Program diploma issued by TECH Global University.





“

*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”*

This program will allow you to obtain your **Executive Development Program diploma in Purchasing and Procurement for Non-Expert Professionals** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University** is an official European University publicly recognized by the Government of Andorra ([official bulletin](#)). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** title is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Executive Development Program in Purchasing and Procurement for Non-Expert Professionals**

Modality: **online**

Duration: **16 weeks**

Credits: **10 ECTS**





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### Purchasing and Procurement for Non-Expert Professionals

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